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Win-Win | Win-Lose | Lose Lose | Negotiation Outcomes

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*Synchrony Financial Analytics, August 2012 - July 2013 data on credit cardholders based on sales from four retailers. **2010 Census data - % population 18 - 89 years old.

Balancing Multi-Generational Retail

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The challenge is to understand what your customer is willing to accept. The hard work that you need to do to win on price is understanding the customer's expectations and preferences, and the scope of work, not understanding what your competitors' rates are or how to bid less than them without losing money.

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